

CCTV Technical/Sales Support

We currently have an opportunity for a technical/sales support engineer. The successful candidate will be responsible for supporting resellers and our sales team in Europe.

We pay very competitive salaries and OTE's to allow every key employee to fully share in our success. The place of work is Germany, ideally located in the area of Aachen (Germany), but not a must.

Primary Responsibilities:

- Supporting our sales team by providing technical solutions and project support
- Product presentations and product trainings
- First level technical support for resellers
- Maintain close working relationships with appropriate internal and external resources and partners
- Supporting our sales team and resellers at road shows and exhibitions
- Understand and appropriately leverage sales and support resources
- Work to increase awareness and interest in our solutions
- Maintain high level of knowledge on our products, roadmaps, competition, pricing, market share, and key product differentiation

Attributes

- Strong organizational skills
- Exercises significant independent judgment to achieve objectives
- Ability to stay focused on goals and objectives
- Willingness to travel 50% in assigned territory
- Self-motivated, competitive and goal oriented
- Organized and has track record of working effectively on a team
- Prior security product experience (CCTV, access control, intrusion, fire safety) - A MUST.
- Good written and verbal communications skills (English and ideally French)
- 2 - 4 years technical support experience in an industrial environment.
- Ability to work through customer objections to IP security solutions
- Vertical industry knowledge

Please send your CV to

Vidicore KG

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Germany

to the attention of Marita Hauschke mhauschke@vidicore.com